

008020" 55272560

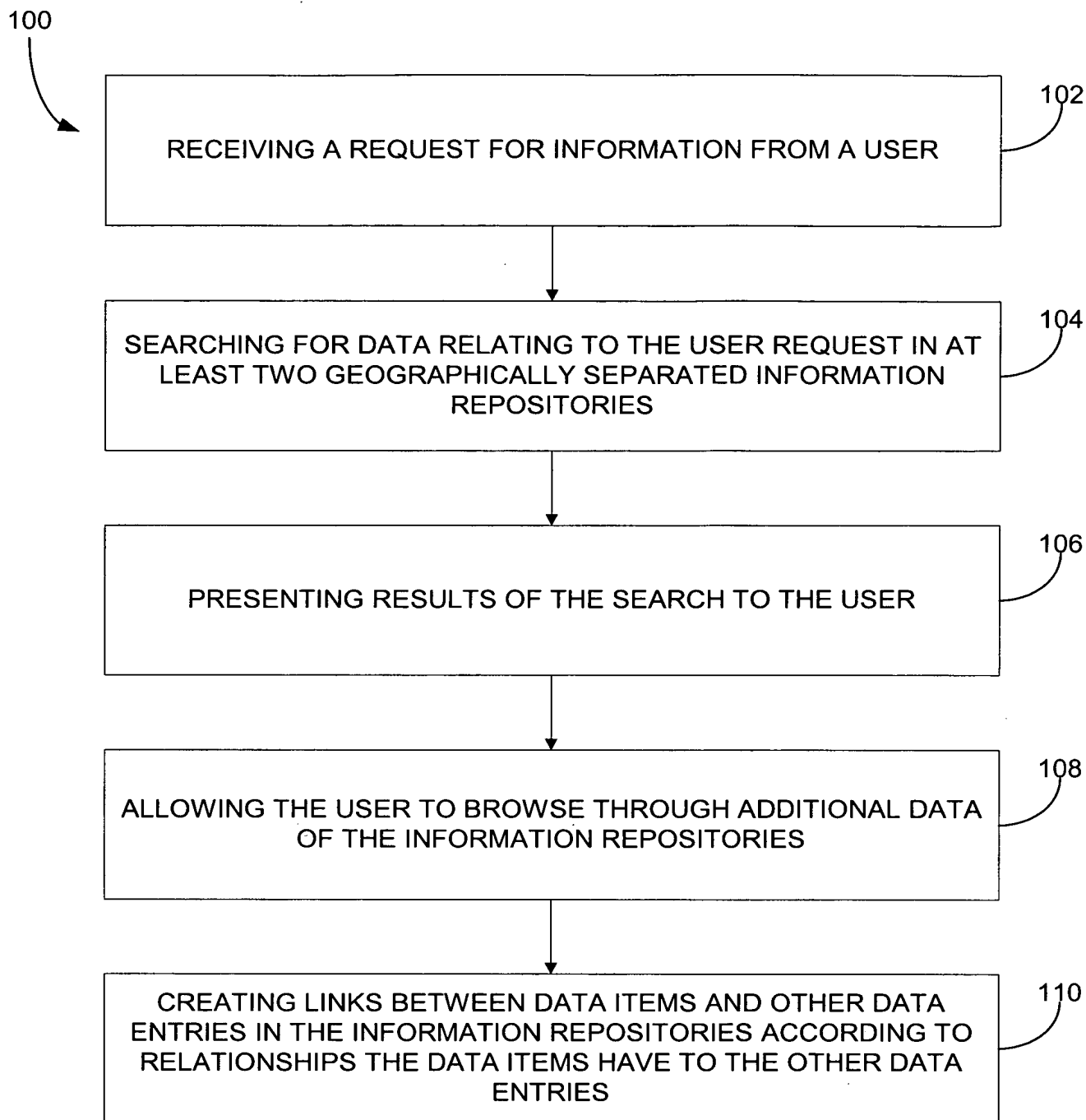


Figure 1

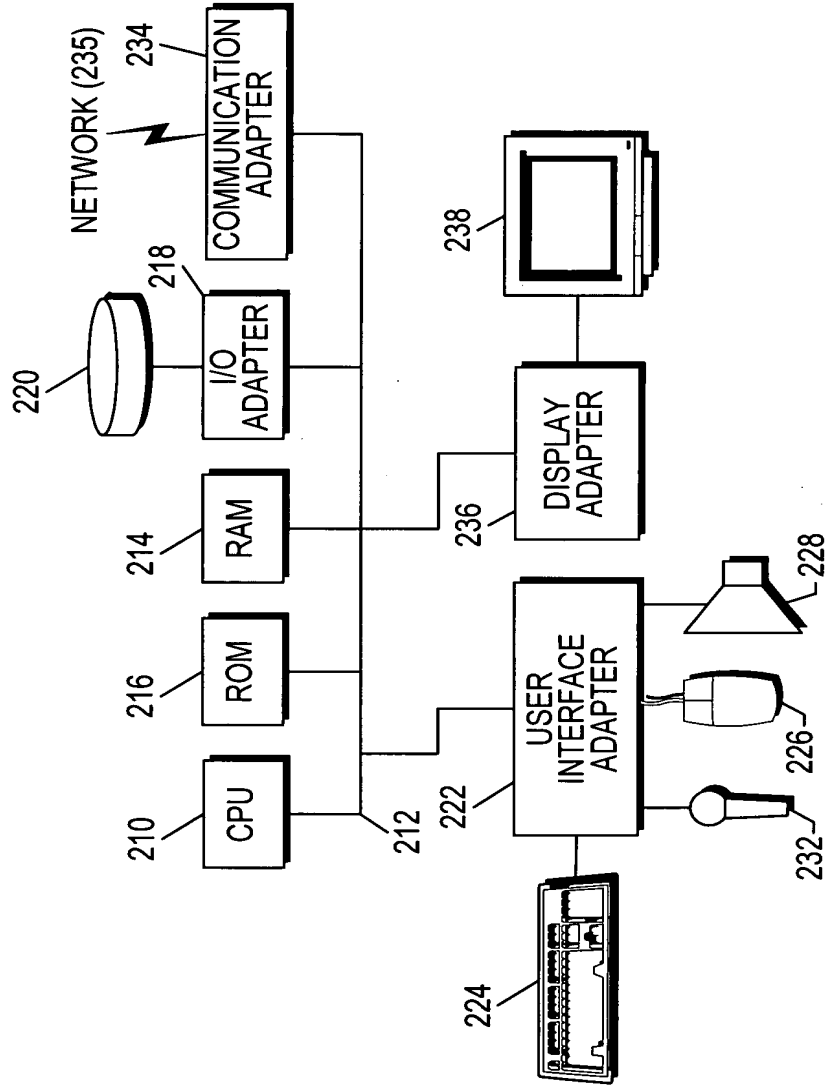


Figure 2

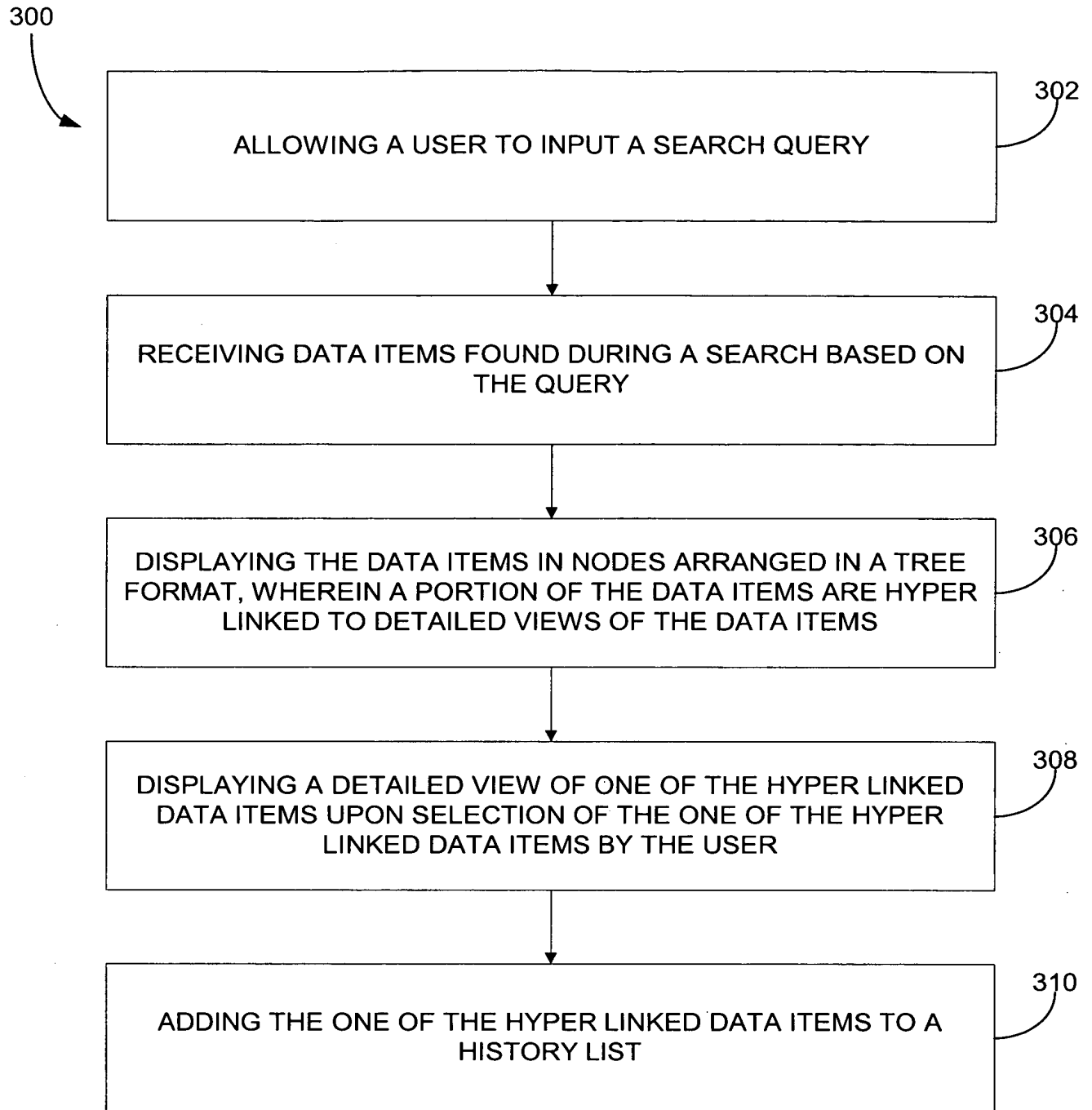


Figure 3

008060" 66272360

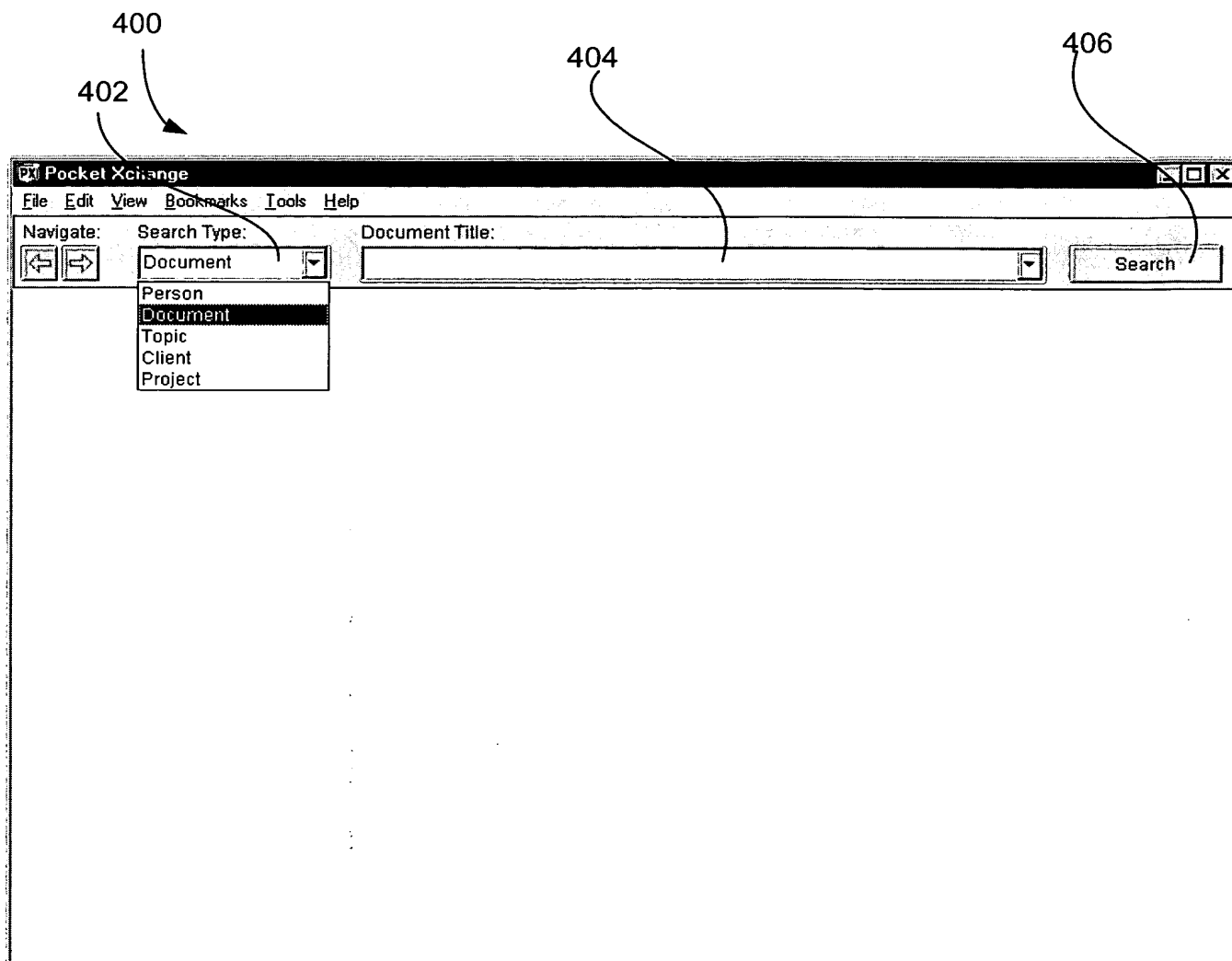


Figure 4

500 502 504 506

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Document Document Title: model (Document List) Search

Results for: model (41 Items Found)

| Title | Type | Date | Source |
|---|---------------------------|------------|-------------------------------|
| Model Bank Initiative | Client Deliverable | 12/22/1998 | Strategy Knowledge Base |
| Model Bank Initiative | Client Deliverable | 01/20/1999 | Financial Services Library |
| Model Office Feasibility Study | Client Deliverable | 05/30/1997 | Strategy Knowledge Base |
| Model Store Project | Client Deliverable | 03/29/1999 | Strategy Knowledge Base |
| Model Store Project | Client Deliverable | 03/29/1999 | Products Resources InfoSource |
| Model Store Project | Client Deliverable | 03/29/1999 | Process Competency Library |
| Model Store Project (New Version) | Client Deliverable | 04/01/1999 | Process Competency Library |
| Model Store Project: Economic Model - Northwic... | Client Deliverable | 03/29/1999 | Process Competency Library |
| Model Store Project: Economic Model - Northwic... | Client Deliverable | 03/29/1999 | Products Resources InfoSource |
| Model Store Project: Economic Model - Northwic... | Client Deliverable | 03/29/1999 | Financial Services Library |
| Model Store Project: Workshop 1 | Client Deliverable | 03/29/1999 | Products Resources InfoSource |
| Model Store Project: Workshop 1 | Client Deliverable | 03/29/1999 | Process Competency Library |
| Modeling Large Business Channel Economics - ... | Client Deliverable | 06/05/1998 | Strategy Knowledge Base |
| Modeling Documentation - Original HP Architect... | Design Documentation | 03/18/1999 | Change Management Library |
| Model Business Case SAP IS-U | Estimating Guidelines | 11/19/1998 | EBS Library |
| Modeling Tool Feasibility Study for Client/Server ... | Feasibility Study | 09/14/1995 | Technology Library |
| Modelo de Planificación Laminación y Construc... | Final Report | 01/19/1998 | Process Competency Library |
| Models of Change Leadership | Other | 10/07/1998 | Change Management Library |
| Model Engagement-LTV | Other Project Deliverable | 07/14/1997 | Technology Library |
| Model Engagement-Utilicorp | Other Project Deliverable | 07/14/1997 | Technology Library |
| Model Process and Gap Analysis | Other Project Deliverable | 09/30/1998 | Financial Services Library |
| Model Process and Gap Analysis | Other Project Deliverable | 09/30/1998 | Process Competency Library |
| Modelos de colaboración. | Position Paper | 05/08/1997 | BPM Library |
| Model Based Design Methodology | Practice Aid | 02/10/1995 | Technology Library |
| Model Office Planning Report | Presentation | 05/22/1997 | Process Competency Library |
| Model Office Visions & Prototypes (HealthPartne... | Presentation | 05/30/1998 | Financial Services Library |
| Model for Production Supporting | Presentation | 02/01/1999 | EBS Library |
| Model for planning and progress tracking of larg... | Presentation | 10/31/1997 | Process Competency Library |
| ModelUnit Effectivity Presentation in SAP R/3 4.0 | Presentation | 05/04/1998 | EBS Library |
| Modelo de Actuación Comercial (borrador) | Presentation | 08/12/1998 | BPM Library |
| Model Engagement - Utilicorp | Project Deliverables | 01/15/1998 | Products Resources InfoSource |
| Model Store Project - Workshop 1 | Project Deliverables | 07/10/1998 | Products Resources InfoSource |
| Model Store Project: Communication Meeting | Project Deliverables | 07/08/1998 | Products Resources InfoSource |
| Model Store Project: Communication Meeting | Project Deliverables | 09/09/1998 | EBS Library |
| Model Store Project: Economic Model - Northwic... | Project Deliverables | 07/08/1998 | Products Resources InfoSource |

Figure 5

600

The screenshot shows a 'Pocket Exchange' application window. At the top, there is a menu bar with 'File', 'Edit', 'View', 'Bookmarks', 'Tools', and 'Help'. Below the menu bar, there are two input fields: 'Navigate:' with a 'Document' button and a file icon, and 'Search Type:' with a 'Document (Document List)' button. A 'Search' button is located on the right. The main area displays 'Results for: model (41 Items Found)'. Below this is a table with four columns: 'Title', 'Type', 'Date', and 'Source'. The table lists 41 items, each with a small icon in the first column. The items are sorted by date, with the most recent at the top.

| Title | Type | Date | Source |
|---|---------------------------|-------------|-------------------------------|
| Model Bank Initiative | Client Deliverable | 1/3/201 998 | Strategy Knowledge Base |
| Model Bank Initiative | Client Deliverable | 01/20/1 999 | Financial Services Library |
| Model Office Feasibility Study | Client Deliverable | 05/30/1 997 | Strategy Knowledge Base |
| Model Store Project | Client Deliverable | 03/29/1 999 | Strategy Knowledge Base |
| Model Store Project | Client Deliverable | 03/29/1 999 | Products Resources InfoSource |
| Model Store Project | Client Deliverable | 03/29/1 999 | Process Competency Library |
| Model Store Project (New Version) | Client Deliverable | 04/01/1 999 | Process Competency Library |
| Model Store Project: Economic Model - Northwic... | Client Deliverable | 03/29/1 999 | Process Competency Library |
| Model Store Project: Economic Model - Northwic... | Client Deliverable | 03/29/1 999 | Products Resources InfoSource |
| Model Store Project: Economic Model - Northwic... | Client Deliverable | 03/29/1 999 | Financial Services Library |
| Model Store Project Workshop 1 | Client Deliverable | 03/29/1 999 | Products Resources InfoSource |
| Model Store Project Workshop 1 | Client Deliverable | 03/29/1 999 | Process Competency Library |
| Modeling Large Business Channel Economics - ... | Client Deliverable | 06/05/1 998 | Strategy Knowledge Base |
| Modeling Documentation - Original HP Architect... | Design Documentation | 03/18/1 999 | Change Management Library |
| Model Business Case SAP IS-U | Estimating Guidelines | 11/19/1 998 | EBIS Library |
| Modeling Tool Feasibility Study for Client/Server ... | Feasibility Study | 09/14/1 995 | Technology Library |
| Modelo de Planificación Laminación y Construc... | Final Report | 01/19/1 998 | Process Competency Library |
| Models of Change Leadership | Other | 10/07/1 998 | Change Management Library |
| Model Engagement-LTV | Other Project Deliverable | 07/14/1 997 | Technology Library |
| Model Engagement-Utilicorp | Other Project Deliverable | 07/14/1 997 | Technology Library |
| Model Process and Gap Analysis | Other Project Deliverable | 09/30/1 998 | Financial Services Library |
| Model Process and Gap Analysis | Other Project Deliverable | 09/30/1 998 | Process Competency Library |
| Modelos de colaboración. | Position Paper | 05/08/1 997 | BPM Library |
| Model Based Design Methodology | Practice Aid | 02/10/1 995 | Technology Library |
| Model Office Planning Report | Presentation | 05/22/1 997 | Process Competency Library |
| Model Office Visions & Prototypes (HealthPartne... | Presentation | 05/30/1 998 | Financial Services Library |
| Model for Production Supporting | Presentation | 02/01/1 999 | EBIS Library |
| Model for planning and progress tracking of larg... | Presentation | 10/31/1 997 | Process Competency Library |
| Model/Unit Effectivity Presentation in SAP R/3 4.0 | Presentation | 05/04/1 998 | EBIS Library |
| Modelo de Actuación Comercial (borrador) | Presentation | 08/12/1 998 | BPM Library |
| Model Engagement - Utilicorp | Project Deliverables | 01/15/1 998 | Products Resources InfoSource |
| Model Store Project - Workshop 1 | Project Deliverables | 07/10/1 998 | Products Resources InfoSource |
| Model Store Project: Communication Meeting | Project Deliverables | 07/08/1 998 | Products Resources InfoSource |
| Model Store Project: Communication Meeting | Project Deliverables | 09/09/1 998 | EBIS Library |
| Model Store Project: Economic Model - Northwic... | Project Deliverables | 07/08/1 998 | Products Resources InfoSource |

Figure 6

700

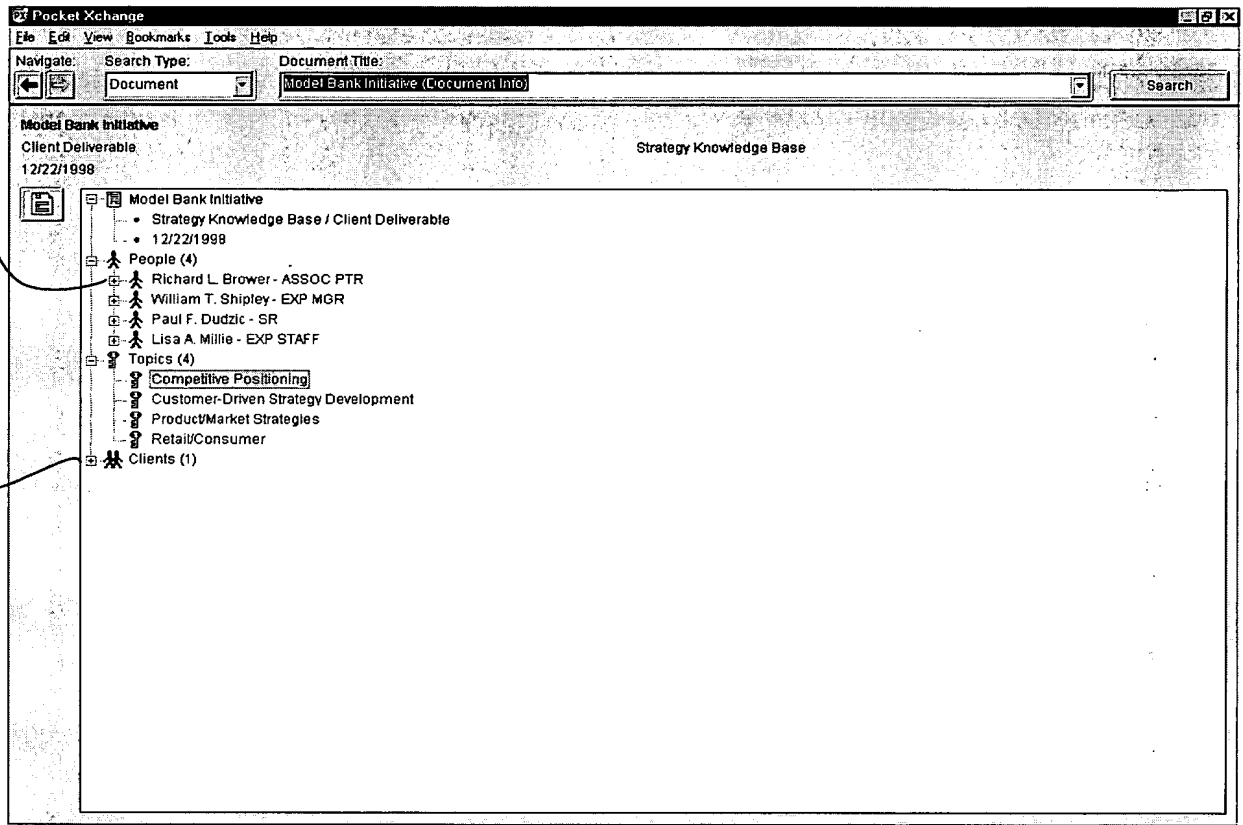


Figure 7

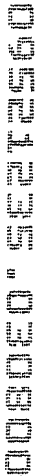


Figure 9

1000

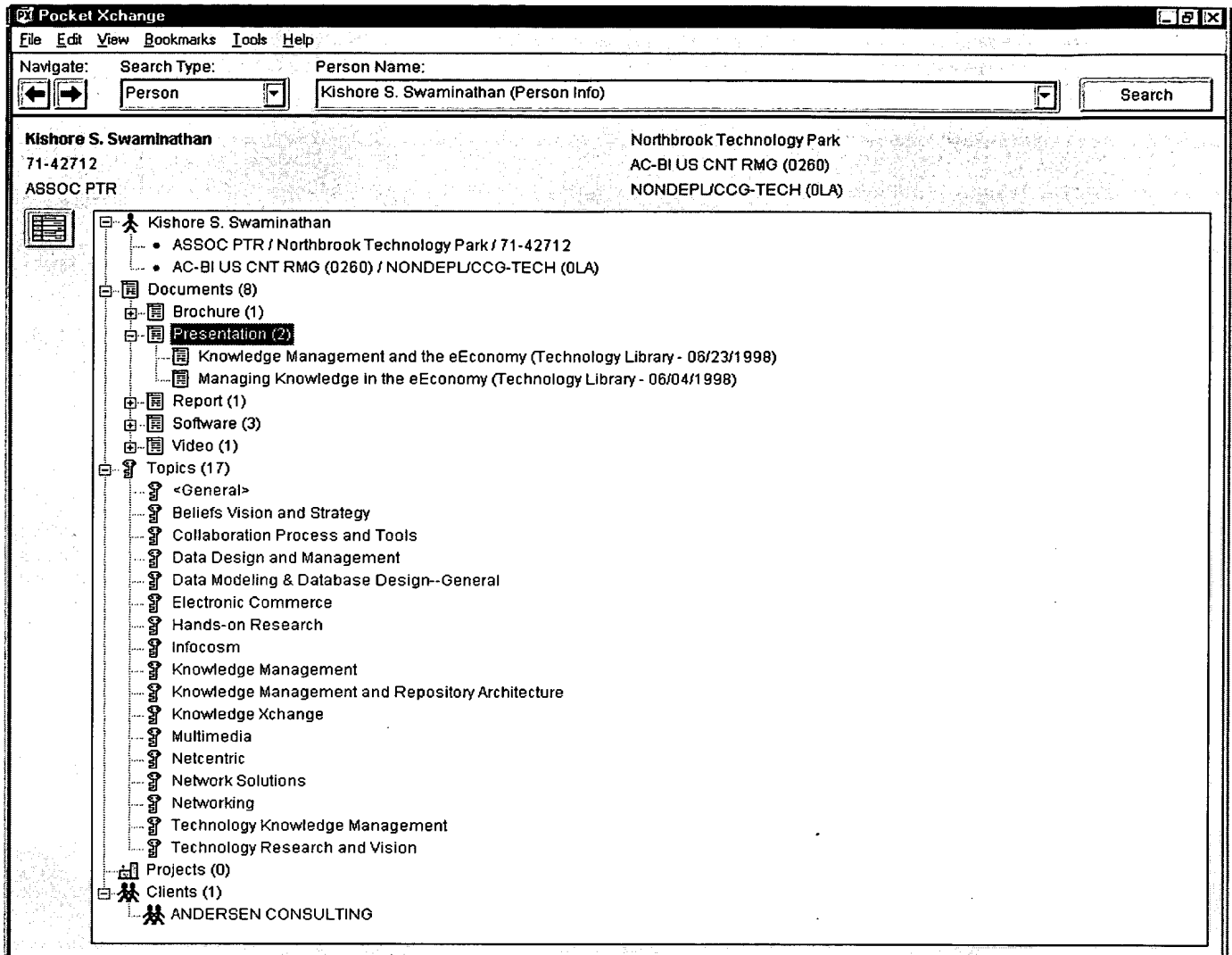


Figure 10

1100

1102

1108

1106

1104

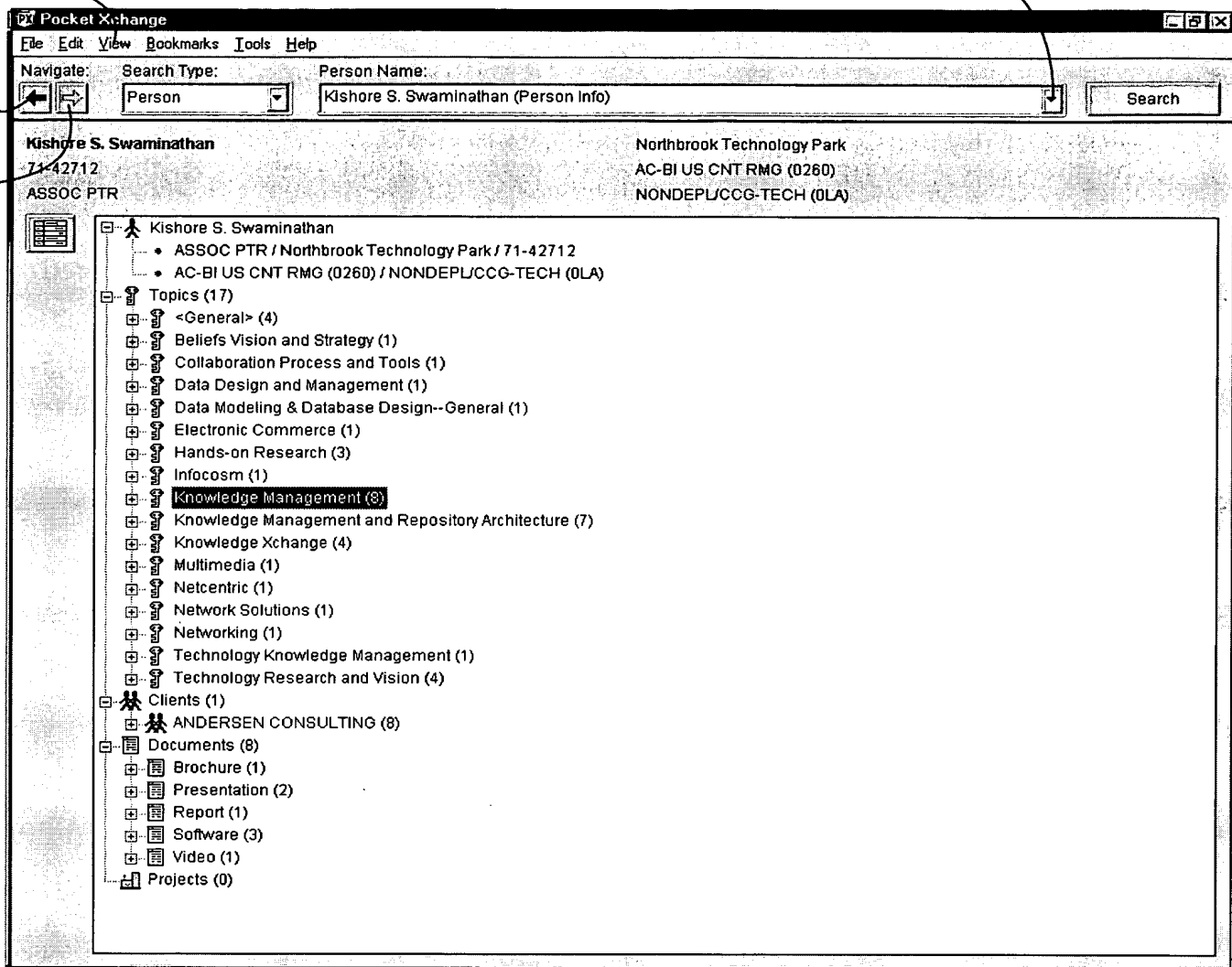


Figure 11

0080E0" 5E2T2M60

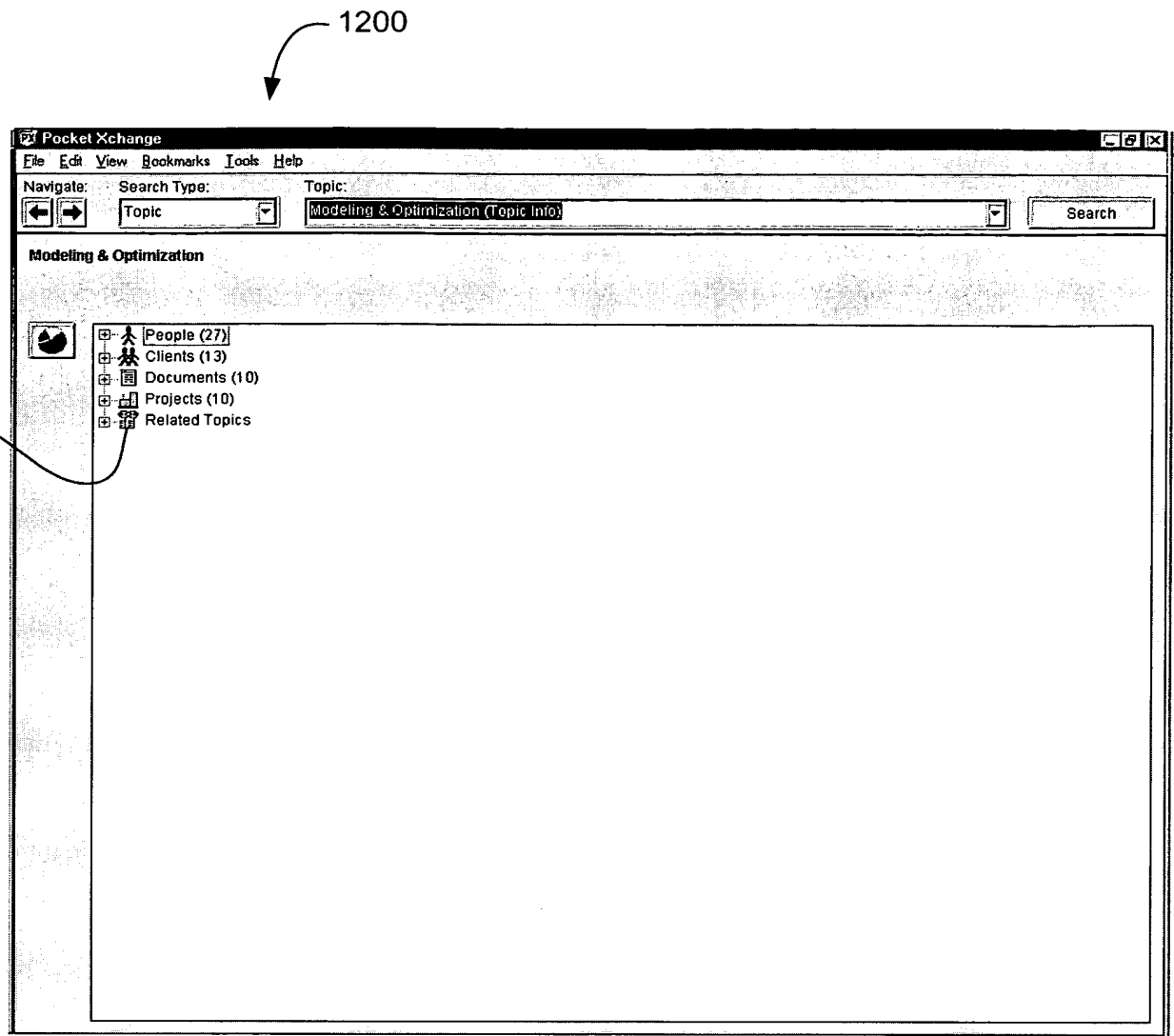


Figure 12

1300

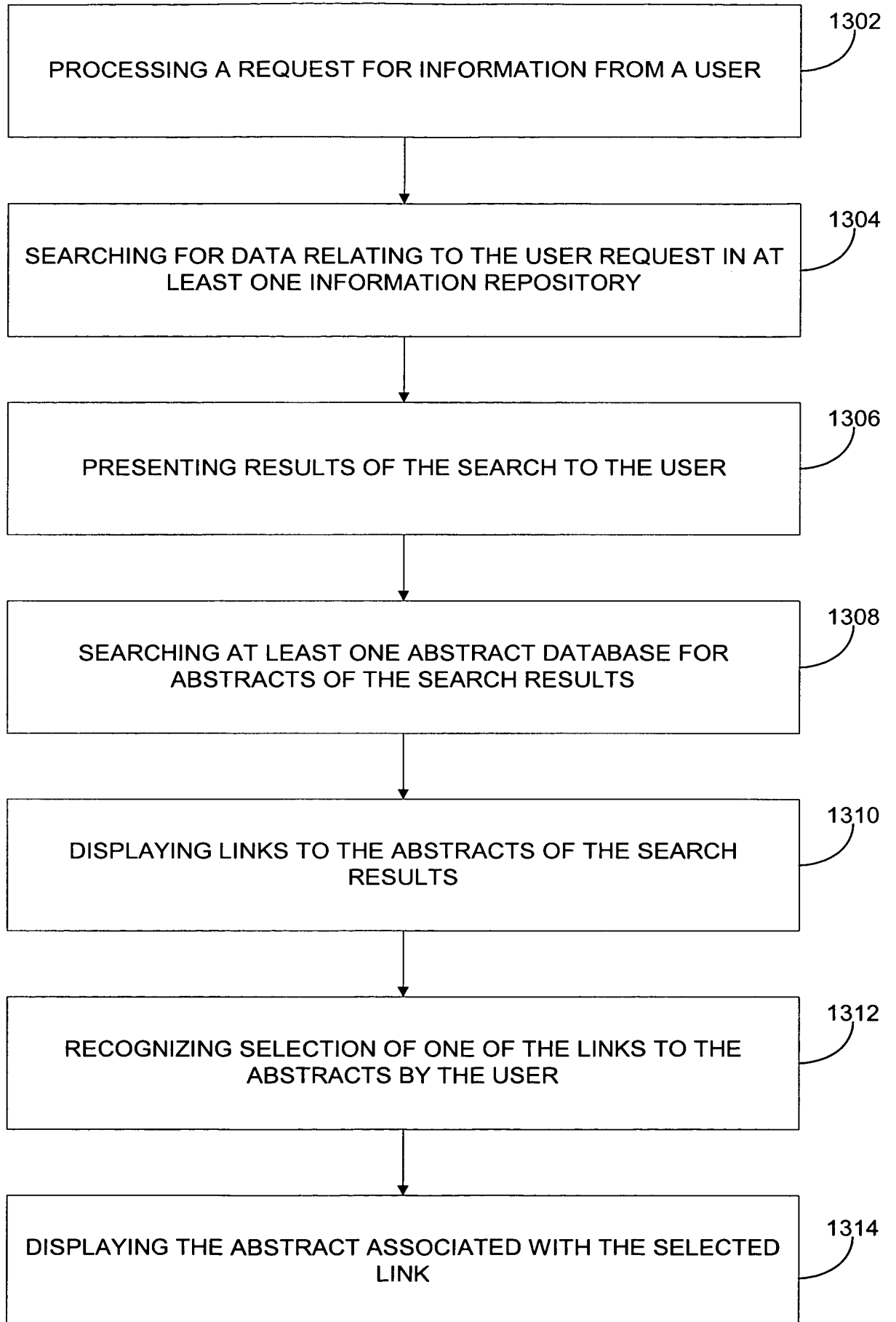


Figure 13

1400

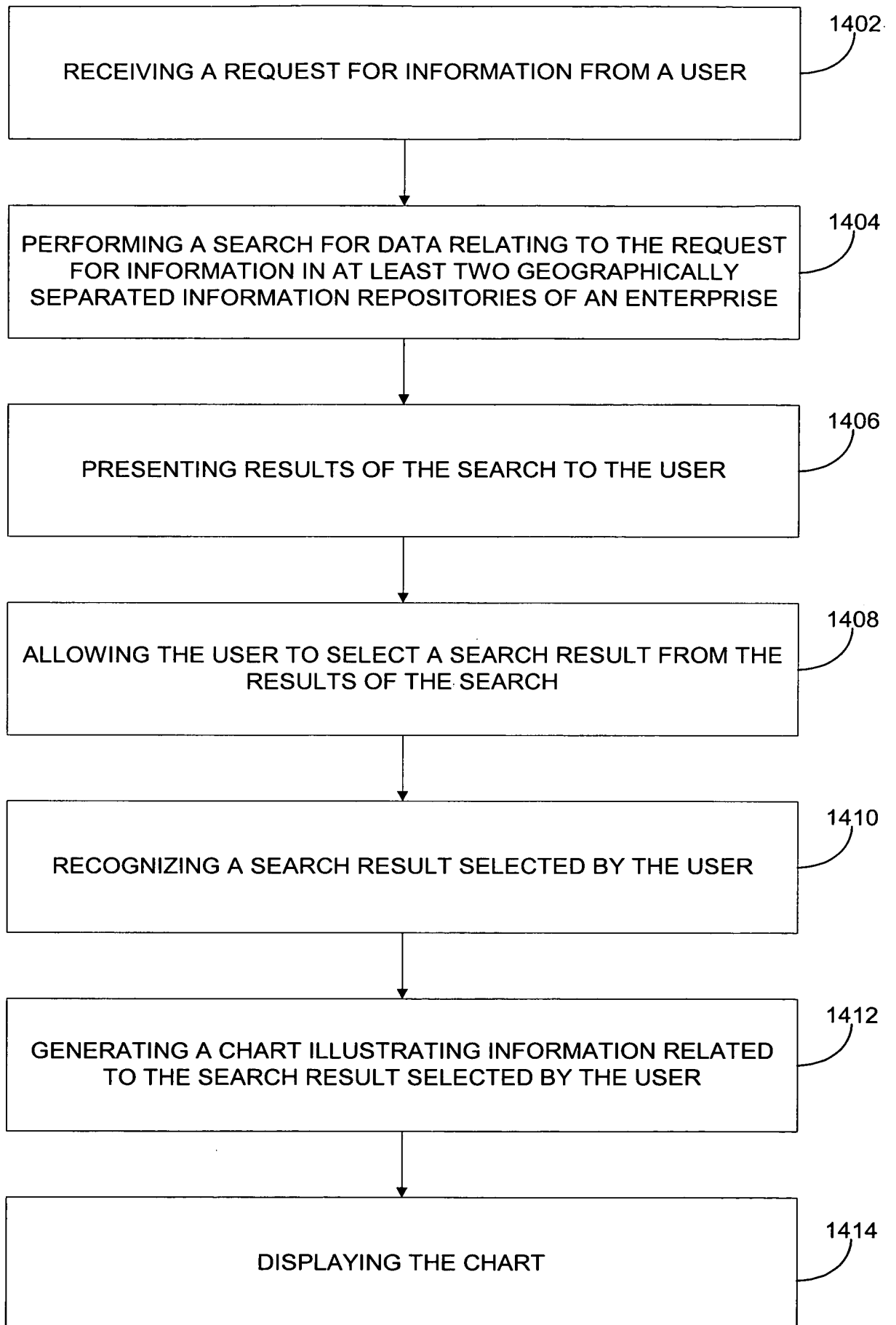


Figure 14

The screenshot shows a web browser window with the title bar 'Pocket X'. The address bar contains 'Person Name: Mike Ethelston (Person/Topic Chart)'. The search results page is titled 'Mike Ethelston's KX Profile'. It features a table with two columns: 'Document Topic' and 'Document Submission Date'. The table lists various topics such as '<General>', 'Shared Services', 'Financial Management', 'Financial & Performance Management', 'Finance Processes & Systems', 'Retail/Consumer', 'Fixed Assets (FA)', 'Financial Processes', 'Business Operations', and 'Budgeting'. A timeline at the bottom shows years from 1992 to 2002. A red arrow points to the search bar, and a red circle highlights the year 1999 on the timeline.

| Document Topic | Document Submission Date |
|------------------------------------|--------------------------|
| <General> | |
| Shared Services | |
| Financial Management | |
| Financial & Performance Management | |
| Finance Processes & Systems | |
| Retail/Consumer | |
| Fixed Assets (FA) | |
| Financial Processes | |
| Business Operations | |
| Budgeting | |

Timeline: 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002

Figure 15

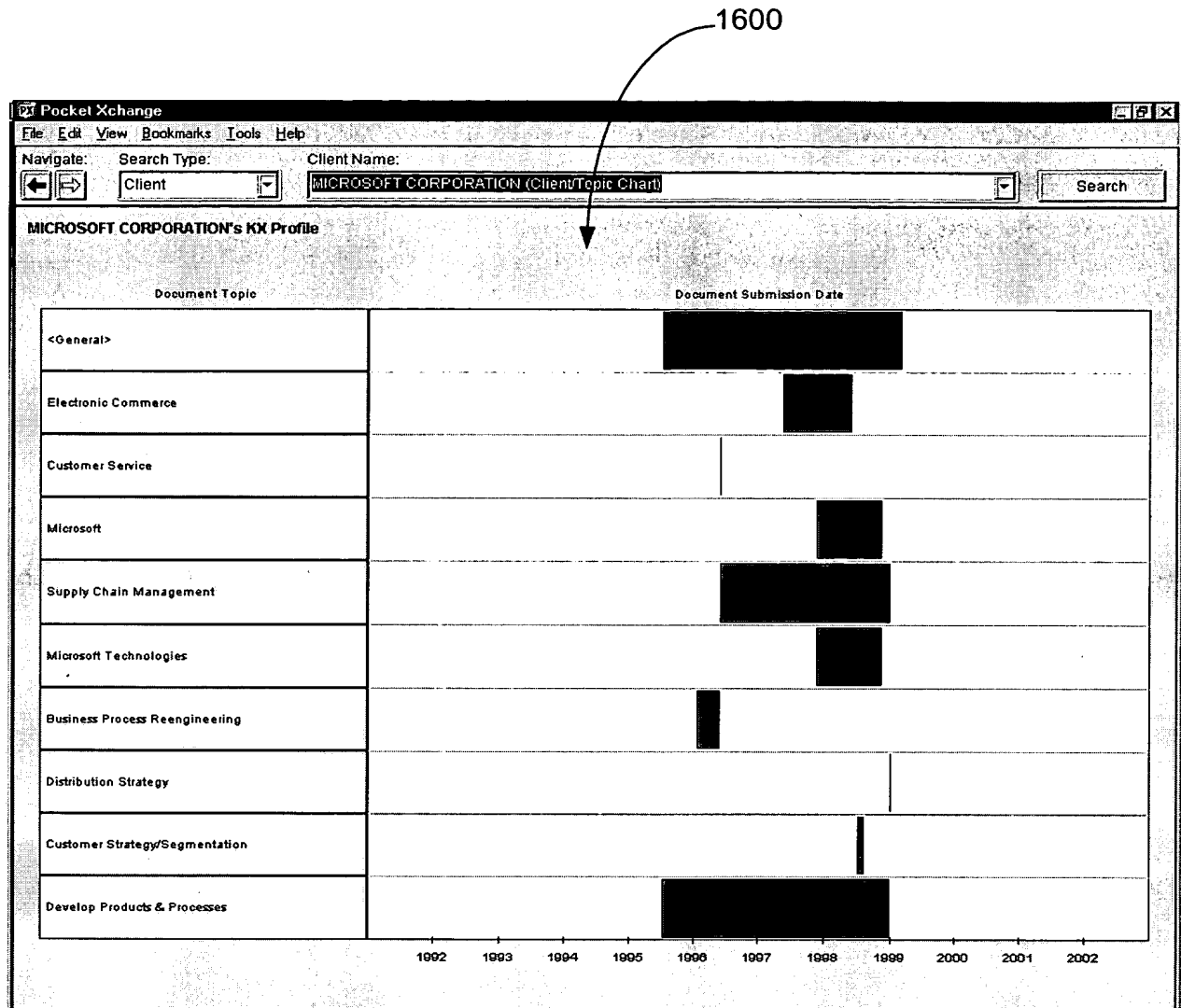


Figure 16

Electronic Commerce

Documents Based on This Topic Added to KX Each Year

| Year | Number of Documents Submitted |
|------|-------------------------------|
| 92 | 0 |
| 93 | 0 |
| 94 | 0 |
| 95 | 10 |
| 96 | 104 |
| 97 | 520 |
| 98 | 1041 |
| 99 | 416 |
| 00 | 0 |

Document Distribution Across KX Databases in the Year 1999

| Category | Percentage |
|-------------|------------|
| Fin. Svcs. | 81% |
| Comm. | 19% |
| Govt. | 9% |
| Prod. Res. | 4% |
| Chng. Mgmt. | 3% |
| Strat. | 2% |
| Other | 0% |

BI Competencies

- Tech.
- Chng. Mgmt.
- Proc. Comp.
- Strat.
- BPM

Market Units

- Comm.
- EBS
- Fin. Svcs.
- Govt.
- Prod. Res.

1702

1700

1704

1800

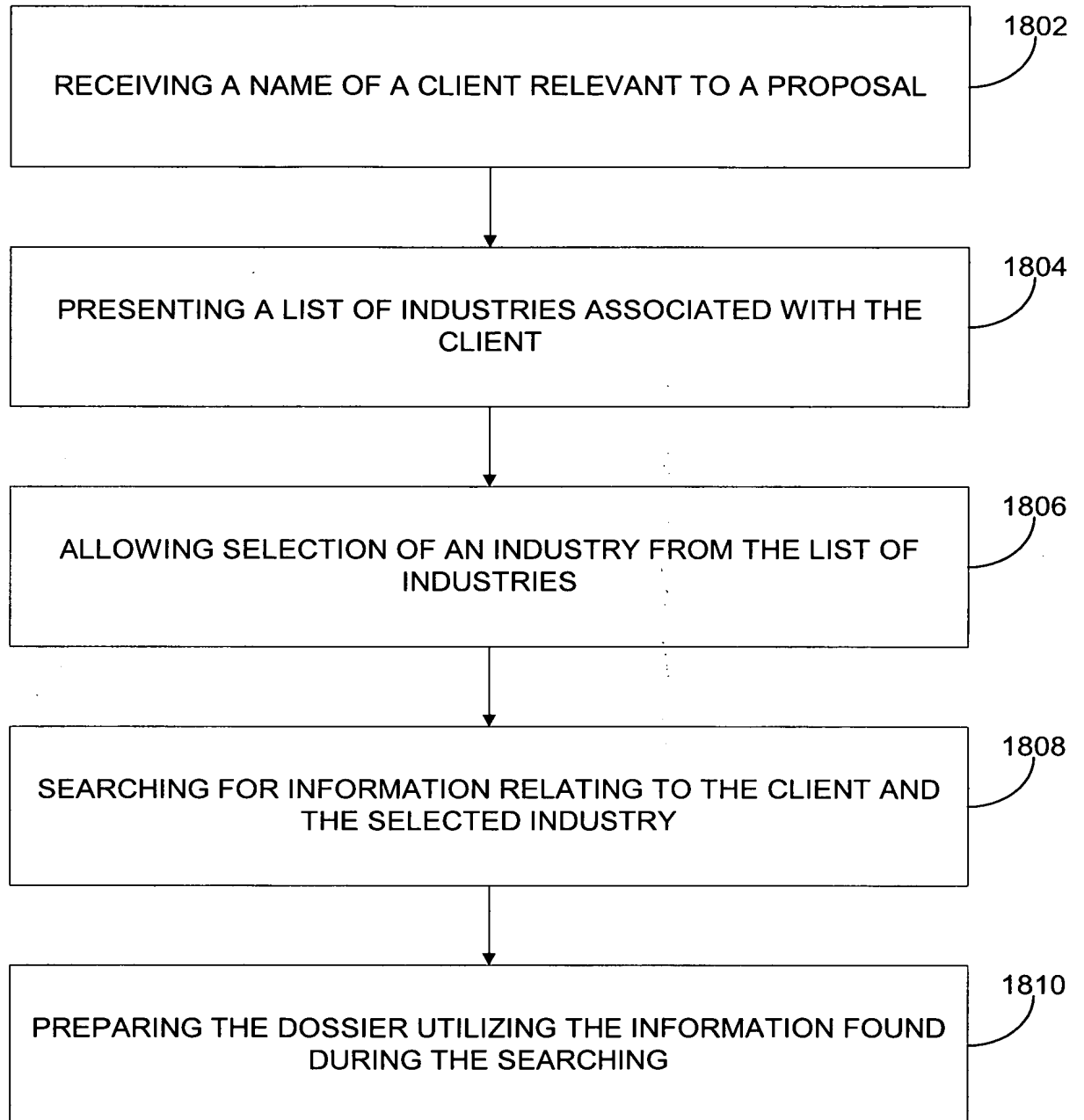


Figure 18



Figure 19

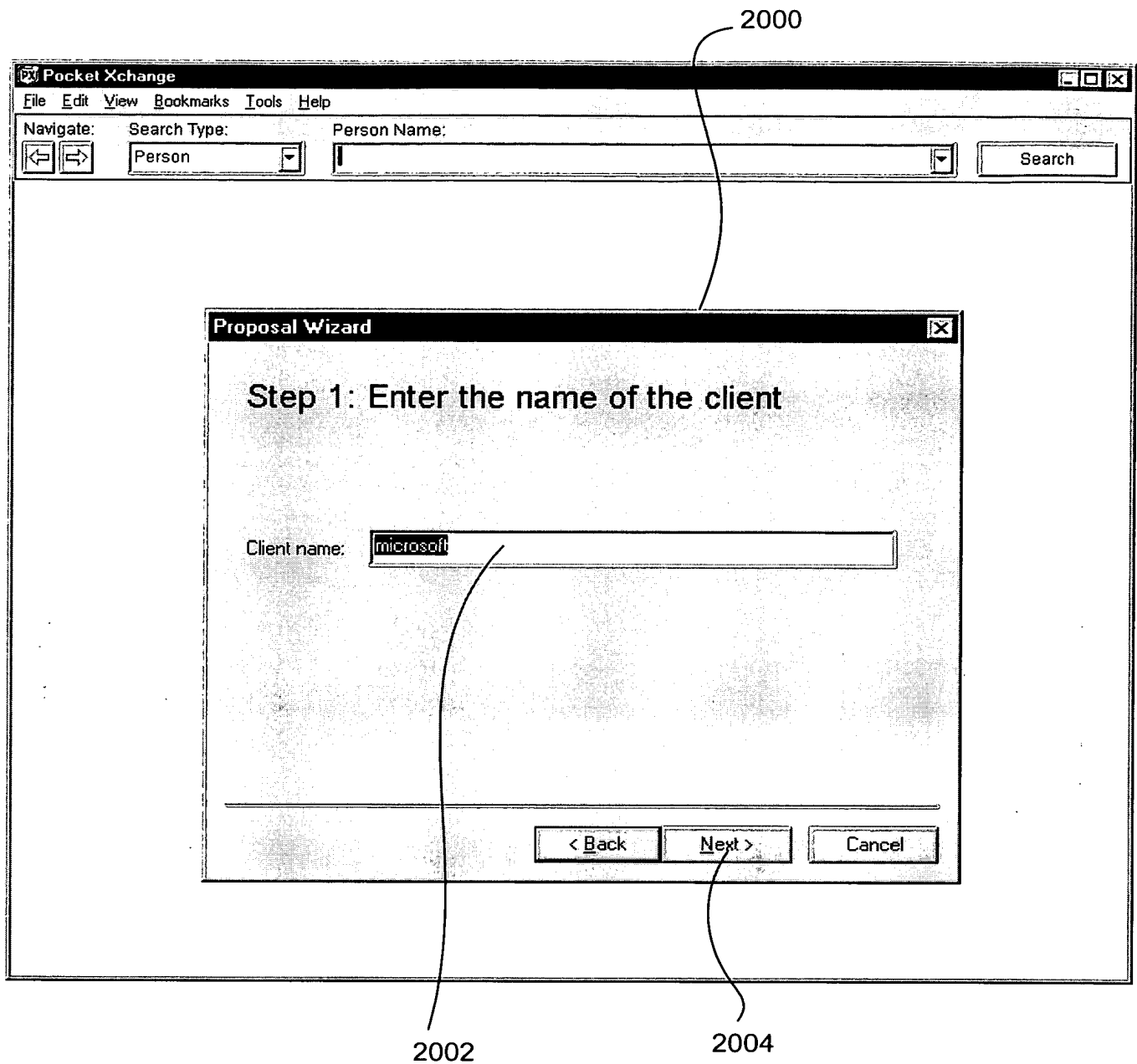


Figure 20

[illegible]

Figure 21

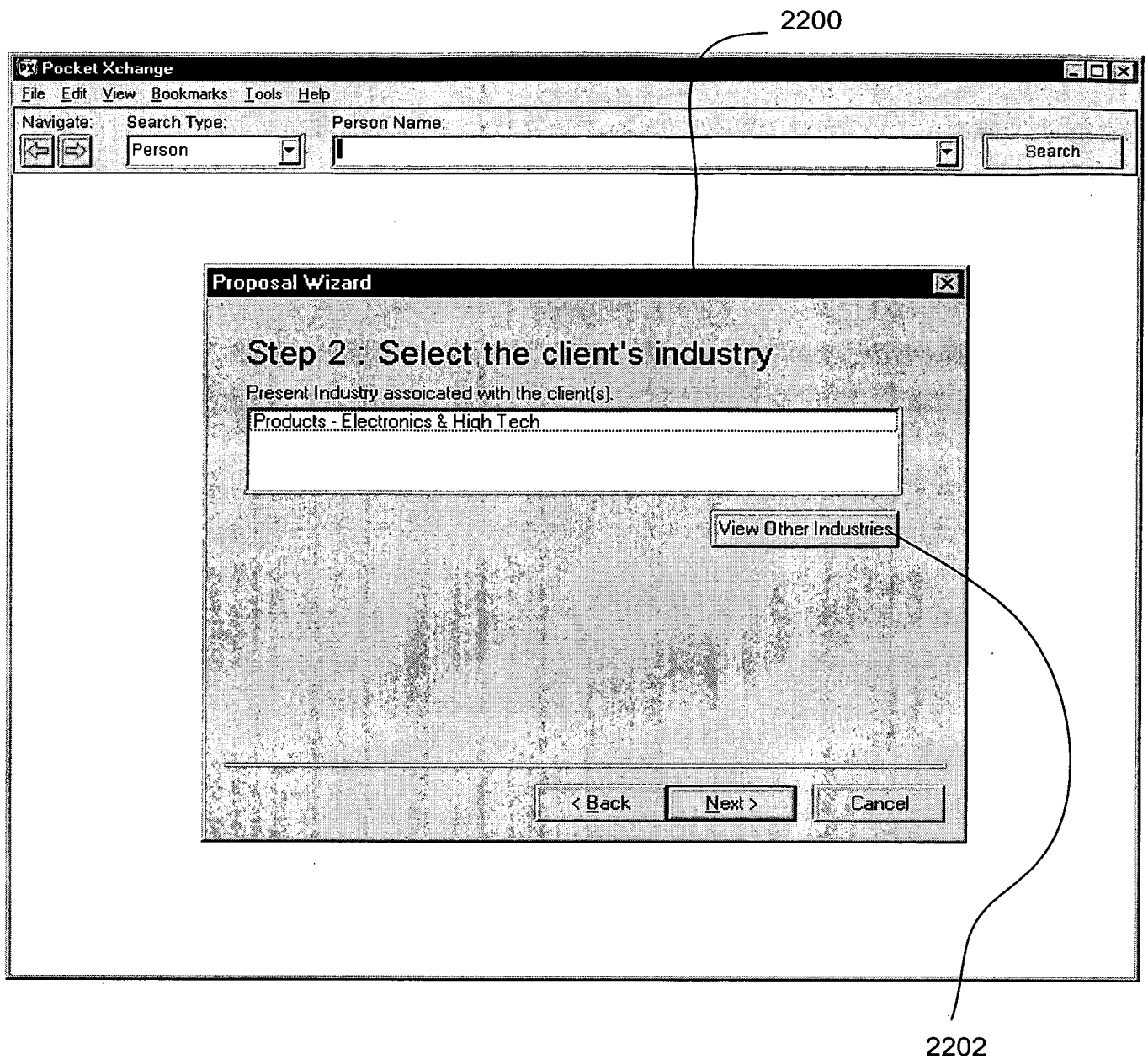


Figure 22

2200

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Person Name: Search

Person

Proposal Wizard

Step 2 : Select the client's industry

Present Industry associated with the client(s).

Products - Electronics & High Tech

All other industries :

- Communications
- Financial Services - Banking & Financial Markets
- Financial Services - Insurance
- Government
- Health Care
- Products - Automotive & Industrial Equipment
- Products - Food & Consumer Packaged Goods
- Products - Media & Entertainment
- Products - Pharmaceuticals & Medical Products

< Back Next > Cancel

2204

Figure 23

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Person Name: Search

Proposal Wizard

Step 3 : Select the proposal's topics

Select a topic (or many topics) associated with the client or competency

MICROSOFT CORPORATION

Available Topics:

- <General>
- Accounts Payable (AP)
- Accounts Receivable (AR)
- Beliefs Vision and Strategy
- Billing & Invoicing
- Business Process Reengineering
- Call Center
- Client Profitability
- Client/Server On-line Transaction
- Concurrent Engineering
- Contract Management

Selected Topics:

< Back Next > Cancel

2404

2500

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Person Name: Search

Proposal Wizard

Step 4: Select desired output

People

- ☒ Experienced people
- ☐ Partners and APs only
- ☐ Partners, APs, and Managers
- ☒ All

Documents

- ☒ Relevant proposals
- ☒ Credentials
- ☒ Other knowledge capital

Projects

- ☒ Previous engagements

☒ Show Proposal Wizard Picks

Maximum items per section: 10

< Back Next > Cancel

Figure 25

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Person Name: Search

Proposal Wizard

Step 5: Confirmation

CLIENT
MICROSOFT CORPORATION

TOPICS
Accounts Payable (AP)
Client Profitability

INDUSTRY
Products - Electronics & High Tech

OUTPUT
Show top 10 items in all categories.
Show people from all levels of experience.
Credentials
Other knowledge capital
Previous engagements with the client(s)
Relevant proposals
Display Proposal Wizard picks

< Back Finish Cancel

Figure 26

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Person Name: Search

Proposal Wizard Dossier (Items Ordered By Relevance)

- [-] People (50)
 - [+] Knowledgeable with the Client - MICROSOFT CORPORATION (10)
 - [+] Knowledgeable with the Industry - Products - Electronics & High Tech (10)
 - [+] Knowledgeable with the Topic - Accounts Payable (AP) (10)
 - [+] Knowledgeable with the Topic - Client Profitability (10)
 - [+] Proposal Wizard Picks (10)
- [-] Documents (50)
 - [+] Related to the Client - MICROSOFT CORPORATION (10)
 - [+] Related to the Industry - Products - Electronics & High Tech (10)
 - [+] Related to the Topic - Accounts Payable (AP) (10)
 - [+] Related to the Topic - Client Profitability (10)
 - [+] Proposal Wizard Picks (10)
- [-] Projects (40)
 - [+] Related to the Client - MICROSOFT CORPORATION (10)
 - [+] Related to the Industry - Products - Electronics & High Tech (10)
 - [+] Related to the Topic - Accounts Payable (AP) (10)
 - [+] Related to the Topic - Client Profitability (0)
 - [+] Proposal Wizard Picks (10)

Figure 27

2800

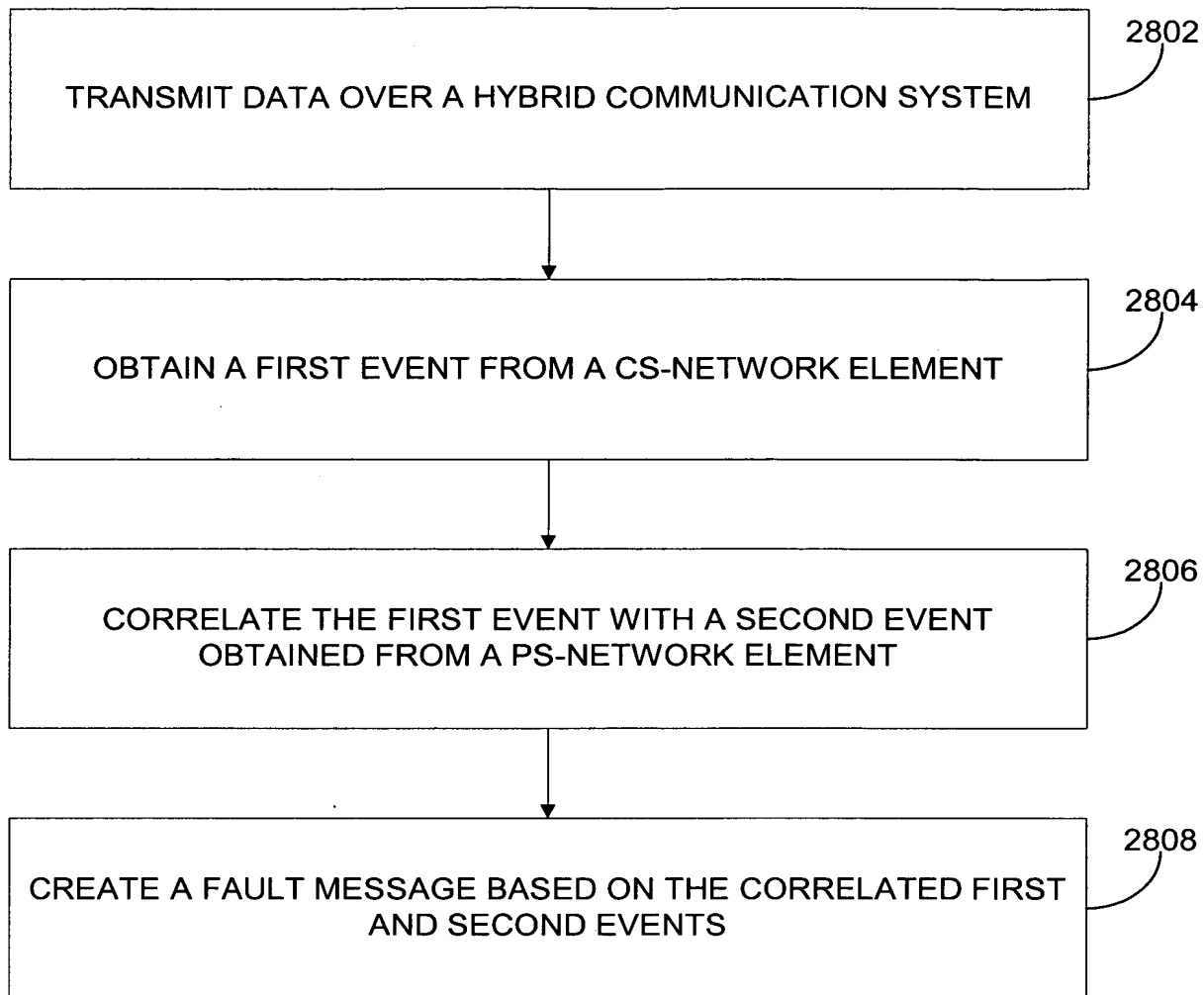


Figure 28

2900

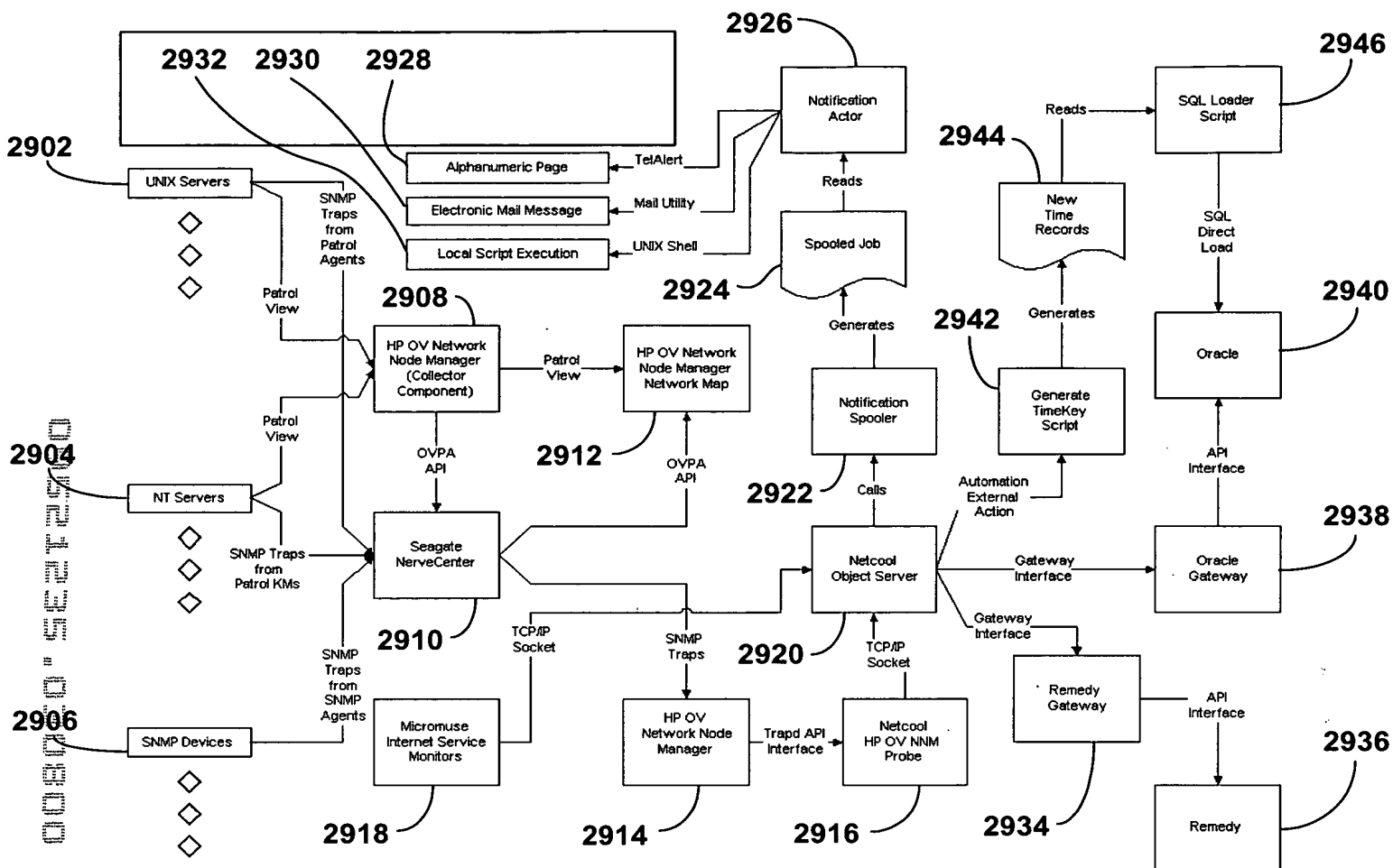


Figure 29

3000

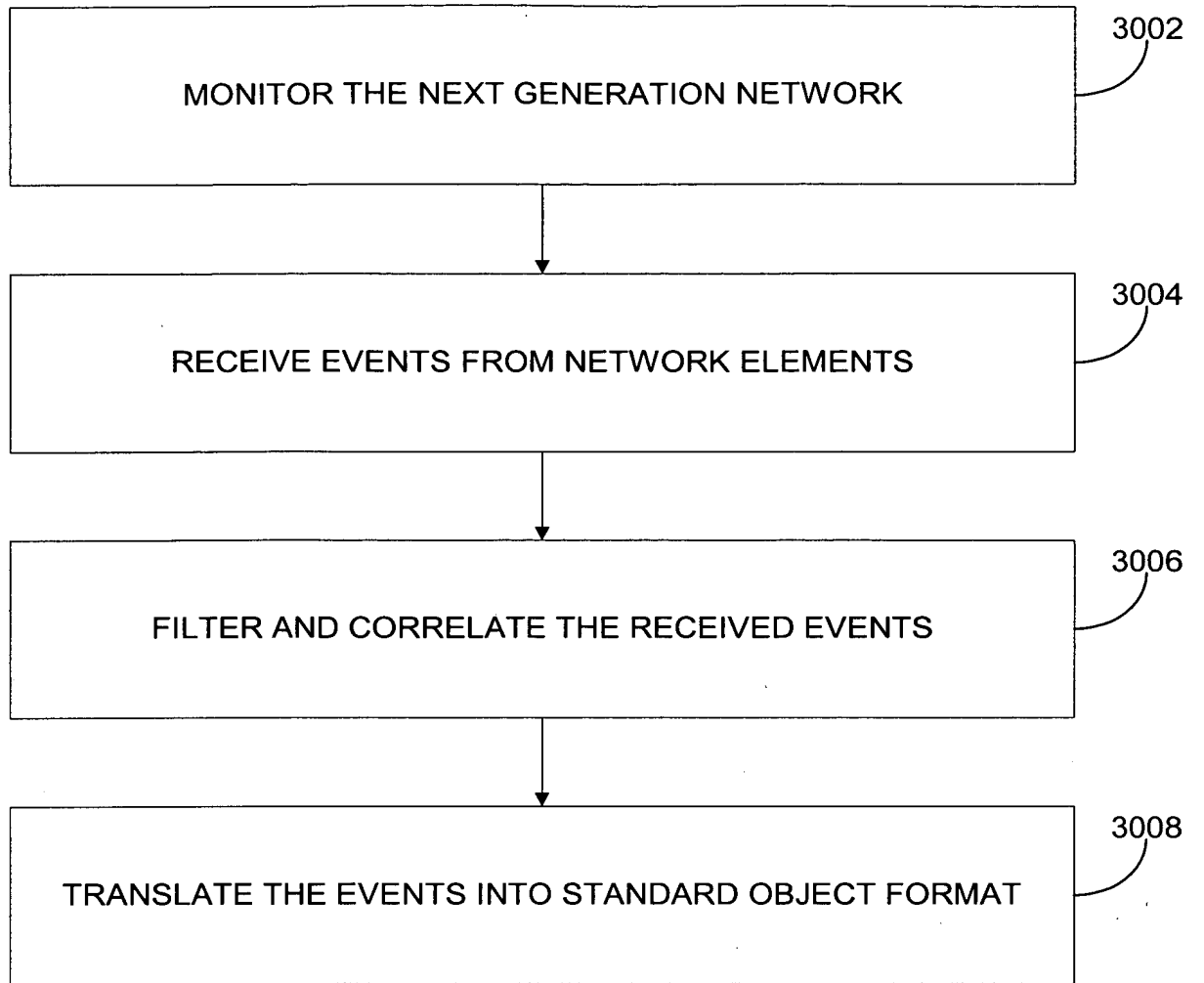


Figure 30

3100

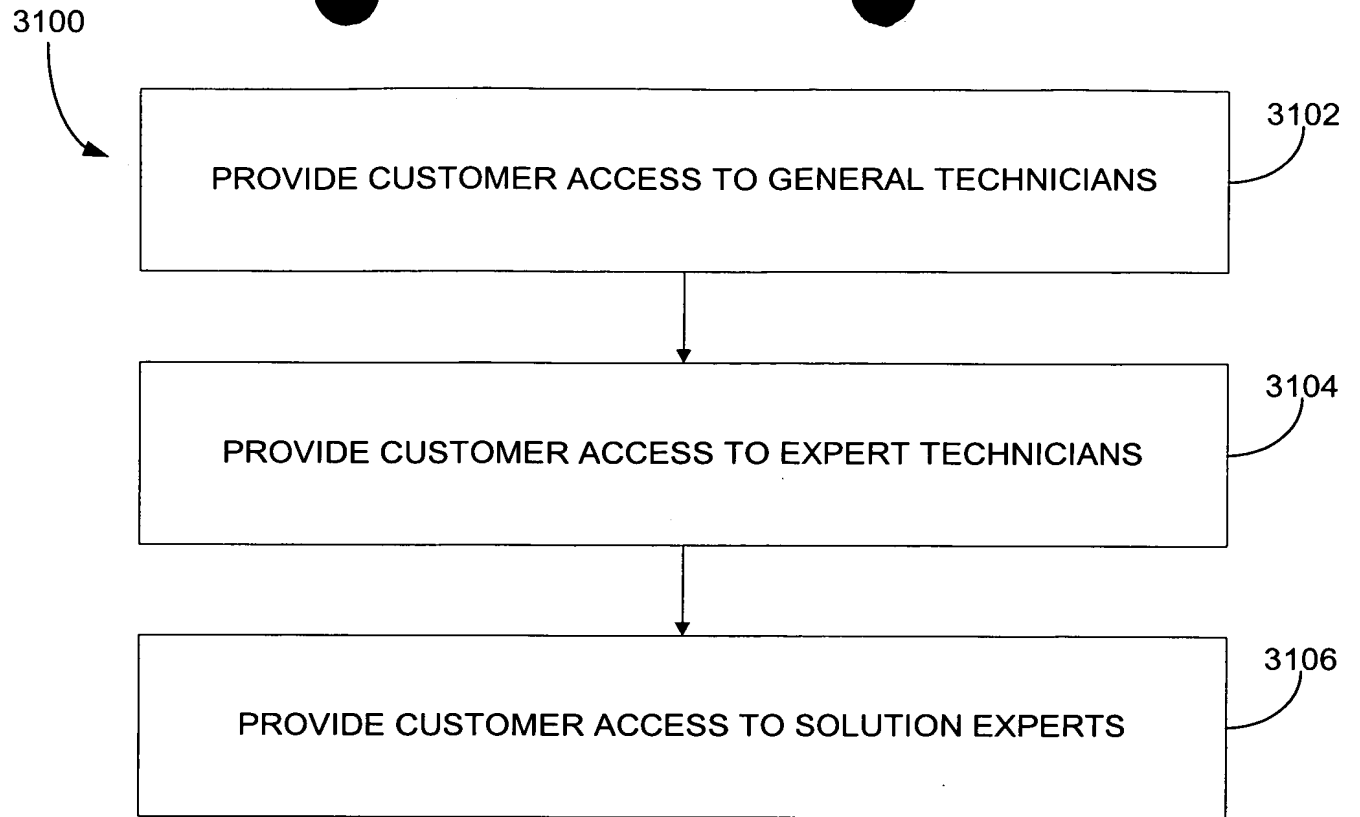


Figure 31

Figure 32